

Chief, Intelligence Information Staff

5 June 1958

THRU : Chief, Industrial Division
Chief, Shipbuilding Branch

25X1A2g

Request for Further Information on an Item in [REDACTED] dated
29 April 1958.

Background

Subject report refers to the recent Brazilian order of 14 ships from Poland, of which 10 are 5,000 DWT each, and 4 are 6,000 DWT each. Headquarters comment quoted a German language newspaper published in Sao Paulo as saying that the Polish built ships were offered at less than market prices prevailing in other countries.

Requirements

1. On what basis was it determined by the purchaser that the Polish-built ships were sold at less than market prices?
2. When the deal was in process it is very likely that the Brazilians were getting offers or prices for similar ships from other countries. It would be of great value to this office to have these prices.
3. It is to be noted that the Santo Amaro (5,000 DWT) recently delivered to L. Figueiredo S/A, a Brazilian firm, was sold for 1,700,000 dollars by Poland, whereas the same type ship has been reportedly sold in this deal for 1,550,000 dollars. It might be that, though the same type ship is involved, there are enough different characteristics to account for the difference in price. This office would like to know if this is the case, or if there is some other explanation for the price difference.
4. This office has need for prices of ships of types built by the Sino-Soviet Bloc, regardless of the country of build, in order to compare with some reported prices of Soviet Bloc ships for the purpose of determining whether the deals made by the Bloc are on strictly economic basis, or whether and to what extent other motives are involved.
5. What reasons would the purchaser give for buying the ships from Poland?

SUBJECT: Request for Further Information on an Item in
dated 29 April 1958.

25X1A2a

6. All obtainable details on the credit terms of the sale are needed, e. g. duration of payment period, rates of interest, methods of payment.

Degree of Need: Routine

Target Date: 2 - 4 months

25X1A9a

Coordinated: S/TF/SP

25X1A9a

Distribution:

0 & 1 - Addressee

1 - D/I

1 - I/SH

25X1A9a

ORR/D/I/SH: [redacted] pap/3033 (5 June 1958)